

Message Text

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SUBJ: SUGGESTED THEMES FOR FUTURE SPEECHES

REF: STATE 220347

FOR ASSISTANT SECRETARY ROGERS FROM AMBASSADOR

1. YOU RECENTLY ASKED FOR SUGGESTIONS FOR THEMES FOR A SERIES OF SPEECHES YOU WILL BE PRESENTING IN NEXT TWO MONTHS. WITHOUT DWELLING UPON ANY OF THESE TOPICS IN DETAIL, I WOULD LIKE TO SUGGEST THE FOLLOWING THEMES WHICH MIGHT BE SUITABLE FOR INCLUSION IN YOUR SPEECHES.

2. A. IN RECENT SEPARATE CABLE TRAFFIC WE HAVE BEEN DISCUSSING A POSSIBLE STATEMENT ON REGIONAL DISARMAMENT INITIATIVES IN THIS PART OF THE WORLD. FROM THE TREATY OF TLATELOCO TO THE DECLARATION OF AYACUCHO AND MORE RECENT POLICY PRO-
NOUNCEMENTS, THERE HAS BEEN A GREAT DEAL OF TALK--AND POSSIBLY NOW SOME SUBSTANTIVE FORWARD MOVEMENT--IN THE AREA OF DISARMAMENT. ONE OF YOUR PUBLIC STATEMENTS MIGHT CALL ATTENTION TO THIS EMERGING TREND, AND EXPRESS USG SATISFACTION THAT PROGRESS IS BEING MADE IN THIS AREA.

B. A VARIANT ON THE LA REGIONALISM THEME, PERHAPS ALONG THE LINES DISCUSSED IN CURRENT FOREIGN RELATIONS OF SEPTEMBER 10, MIGHT BE WORTH TREATING IN A SPEECH. YOU MIGHT WANT TO EXPRESS OUR INTEREST IN AND SUPPORT FOR SUB-REGIONAL ORGANIZATIONS SUCH AS THE ANDEAN PACT AND CACM, AND REGION-WIDE
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INITIATIVES LIKE LAFTA AND PERHAPS EVEN THE OBJECTIVES AND

WORK OF SELA. YOU MIGHT USE THE THOUGHT THAT LA IS SEVERAL SUB-REGIONS IN SEARCH OF AN AS YET ELUSIVE REGION-WIDE IDENTITY. A RELATED THOUGHT IS THAT JUST AS WE THINK OF THE INCREASING MULTIPOLARITY WITHIN THE WORLD POWER STRUCTURE, SO TOO LATIN AMERICA IS CURRENTLY CHARACTERIZED BY A GROWING MULTIPOLARITY.

C. MAYBE THE TRAFFIC WILL BEAR YET ANOTHER SPEECH ON STEREOTYPES ABOUT THE ROLE OF PRIVATE ENTERPRISE IN LATIN AMERICA. DESPITE OUR INFORMATION EFFORTS AND THE READILY OBSERVABLE FACTS OF THE SITUATION, A GREAT MANY LATIN AMERICANS, AS THEY LOOK UPON U.S.-OWNED AND OTHER PRIVATE ENTERPRISE, STILL USE STEREOTYPES RIGHT OUT OF MARX' WRITINGS AND IGNORE THE MANY CHANGES IN MODERN-DAY CORPORATE FUNCTIONS. ON THE OTHER SIDE OF THE SCALE, MANY OF OUR OWN COMPATRIOTS IN THE BUSINESS WORLD STILL HEW TO A DESIRE FOR 100-PERCENT U.S.-OWNED ENTERPRISES IN FOREIGN COUNTRIES, WITH FEW REAL CONCESSIONS TO THESE COUNTRIES' SENSITIVITIES. THUS, SOME OF OUR OLD-FASHIONED COMPANIES STILL RESIST HAVING MEANINGFUL NUMBERS OF LATIN AMERICAN MANAGERS IN THEIR FIRMS, AND STILL RESIST JOINT VENTURES AND TURNKEY OPERATIONS AND THE GAMUT OF OTHER MODERN CORPORATE FORMS. ALONG THIS SAME LINE, U.S. AND OTHER FOREIGN CORPORATIONS MAY INCREASINGLY HAVE TO DEAL AS PARTNERS IN LOCAL VENTURES WITH HOST-GOVERNMENT MINISTRIES AND AUTONOMOUS AGENCIES, AND THIS TOO WILL REQUIRE A MAJOR PSYCHOLOGICAL ADJUSTMENT BY OUR CORPORATE MANAGERS.

D. A RELATED AREA IS HOW U.S. ENTREPRENEURS (AND THE USG) CAN TRULY HELP IN SPEEDING ACCESSIBILITY TO DEVELOPED TECHNOLOGY TO LATIN AMERICA. THIS SUBJECT HAS BEEN DEALT WITH IN MANY INTERNATIONAL FORA, BUT SO FAR IN LARGELY THEORETICAL TERMS RATHER THAN ON THE PRACTICAL AND PRAGMATIC BASIS WE AMERICANS PRIDE OURSELVES ON. THIS SPREAD OF TECHNOLOGY MAY ALSO LEAD US TO INTRODUCING AND MAKING AVAILABLE NEW TECHNOLOGY TO HOST GOVERNMENTS AND THEIR AGENCIES, AS THE LATTER TAKE ON AN INCREASING ROLE IN LA NATIONAL ECONOMIES.

E. IF YOU DO NOT GAG AT THE PROSPECT, YOU MIGHT WANT TO DISCUSS THE FUTURE ROLE OF THE OAS AS A PRACTICAL AND CON-

TRIBUTING ORGANIZATION IN INTER-AMERICAN AFFAIRS. WE NOTE LIMITED OFFICIAL USE

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THAT THE NEW SECRETARY GENERAL IS TAKING A MORE ACTIVE ROLE, AND THE MUCH-BATTERED "DIALOGUE" IS CONTINUING, NOW INCREASINGLY WITHIN THE OAS FRAMEWORK. AFTER ALL IS SAID AND DONE, THE LATINS STILL HAVE SOME USE FOR THE OAS, IF ONLY TO TRY TO BURY THEIR OWN DIFFERENCES AND CONFRONT THE U.S. ON GIVEN ISSUES FROM TIME TO TIME. MOREOVER, THE LATINS STILL WANT OAS TECHNICAL ASSISTANCE AND JOBS FOR FORMER LA FUNCTIONARIES. (I ASSUME THAT ANY REFERENCES YOU WOULD MAKE ON THIS SUBJECT

WOULD BE SOMEWHAT LESS CYNICAL AS TO THE VALUE OF THE OAS
THAN THE PREVIOUS COMMENTS WOULD SUGGEST.)

F. YOU AND YOUR COLLEAGUES SHOULD BE ABLE TO PREPARE AN
ELOQUENT DISSERTATION ON "POLITICAL PLURALISM IN THE WESTERN
HEMISPHERE." MANY INTERESTING MODELS ARE EMERGING, NOT THE
LEAST OF WHICH IS THE "DEMOCRACY OF FULL PARTICIPATION" BEING
TRIED HERE IN PERU. WHILE THESE MODELS OF COURSE DRAW HEAVILY
ON OLD WORLD, U.S., COMMUNIST-BLOC AND OTHER SYSTEMS, BOILING
SOME OR ALL OF THESE DIVERSE INGREDIENTS IN THE SAME POT PRO-
DUCE SOME SURPRISING STEWS. IN A COUNTRY SUCH AS OURS, WHICH
PRIDES ITSELF ON TRYING INNOVATIVE REFORM MEASURES, WE OF ALL
PEOPLE SHOULD BE TOLERANT AND RESPECTFUL OF THESE COUNTRIES'
ATTEMPTS TO MODERNIZE THEIR ECONOMIES AND SOCIAL SYSTEMS.

G. ANOTHER SUBJECT, ONE WHICH YOU HAVE EXPERIENCED "EN CARNE
PROPIA", IS THE RAPIDLY CHANGING ROLE AND INSTRUMENTS OF USG
POLICY IN LA COUNTRIES. MILITARY INTERVENTIONS, AS IN THE
DOMINICAN REPUBLIC, ARE A THING OF THE PAST. OUR INTELLIGENCE
ROLE, OR AT LEAST OUR OPERATIONS, WILL HEREAFTER BE CIRCUM-
SCRIBED. FOR THAT MATTER, OUR BILATERAL AND MULTILATERAL AID
PROGRAMS WILL BE A FAR CRY FROM THOSE OF THE 1960'S. OUR
MILITARY GRANT AID IS LARGELY A CLOSED CHAPTER IN OUR REGIONAL
RELATIONS (THOUGH FMS SALES ARE THRIVING AND PRESUMABLY WILL
CONTINUE). IN OUR BILATERAL RELATIONS WE ARE DRAWING TOWARD
(RETREATING TO?) A MORE TRADITIONAL DIPLOMATIC AND TRADE PRO-
MOTION AND INVESTMENT ROLE--AND TOWARD AN ENHANCED INTEREST
IN TRADE AND INVESTMENT IN OUR WORLD-WIDE AND LA REGION-WIDE
RELATIONS. MAYBE SOME FURTHER STREAMLINING OF OUR OFFICIAL
USG COMPLEMENTS WILL BE CALLED FOR AS WE ADAPT TO THIS REVISED
AND SOMEWHAT CONSTRICTED USG ROLE IN THE HEMISPHERE. SOME OF
OUR PROGRAMS (IAGS, THE PEACE CORPS, SOME USIA PROGRAMS, AND
OTHERS) SEEM A LITTLE DATED AND OUT OF STEP IN VIEW OF OUR
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CURRENT OFFICIAL ROLE IN THESE COUNTRIES.

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R 232148Z SEP 75

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 6937

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FOR ASSISTANT SECRETARY ROGERS FROM AMBASSADOR

H. THE PANAMA CANAL MAY BE THE MOST EFFERVESCENT AND SENSITIVE HEMISPHERE ISSUE FOR YEARS TO COME. IF THERE IS ANYTHING YOU CAN SAY WHICH WILL HELP RESCUE THE NEGOTIATIONS (AND AT THE SAME TIME NOT UNDULY ANTAGONIZE THE SOUTHERN GOVERNORS AND CONGRESSIONAL CRITICS), IT WOULD PROBABLY BE WORTH PURSUING. OUR CONTINUING OBJECTIVE, AND PERHAPS THE ONLY ASPECT WITH WHICH ALL AMERICANS WOULD AGREE, IS THAT WE SEEK CONTINUED UNIMPEDED ACCESS TO THE EXISTING CANAL, AS WELL AS TO ANY SEA-LEVEL CANAL WHICH MAY EVENTUALLY BE BUILT. HOW TO GET TO THERE FROM HERE IS OF COURSE THE ISSUE; PERHAPS EMPHASIZING OUR AGREED GOAL AND DISPASSIONATELY ARGUING THE ALTERNATIVE MEANS OF GETTING THERE WOULD BE A SUITABLE TOPIC FOR A MAJOR POLICY ADDRESS.

I. THE SECRETARY AMONG OTHERS HAS BEEN QUITE POINTED IN DISCUSSING THE ROLE OF OPEC AND THE EFFECT OF OPEC DECISIONS ON THE FRAGILE ECONOMIES OF THE LDC'S. YOU MAY WISH TO MAKE A SIMILARLY POINTED REFERENCE TO THIS THEME AS IT AFFECTS LA COUNTRIES. WITHOUT POINTING THE FINGER SPECIFICALLY AT EITHER VENEZUELA OR ANY OTHER OIL-PRODUCING NATION, YOU MIGHT WISH TO COMMENT ON THE PLIGHT OF COUNTRIES LIKE HONDURAS WHICH ARE SMALL AND WEAK AND WITH FEW FIANCIAL RESOURCES TO BEAR THE BRUNT OF OPEC-IMPOSED PRICE INCREASES. (FOR THAT MATTER, THESE POLICIES DO NOT DO MUCH FOR THE GIANT ECONOMIES EITHER--SUCH AS OUR OWN, OR THOSE OF BRAZIL OR ARGENTINA OR THE OTHER LARGER NATIONS OF THE HEMISPHERE.) I WOULD HOPE THAT EVENTUALLY THE LDC'S IN LA AND ELSEWHERE WILL TURN THE HEAT ON THE LIMITED OFFICIAL USE

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ARAB AND OTHER OIL-PRODUCING NATIONS, WHO TALK A GREAT DEAL ABOUT ECONOMIC AID BUT PROVIDE LITTLE AID INDEED TO THE SMALL LDC'S.

J. MAYBE SOME THOUGHT COULD BE GIVEN TO REFERRING TO THE MISCHIEF BEING UNDERTAKEN BY THE COMMUNIST NATIONS IN THE LDC'S. THE SPECTACLE OF CALLING NORTH KOREA, THE TWO VIETNAMS AND CUBA "NON-ALIGNED NATIONS" HAS TO BE A RIPE SUBJECT FOR

CAUSTIC COMMENT. MOREOVER, IN THE MEETINGS OF THE "NON-ALIGNED", THE GROUP OF 77, AND U.N. FORA OF ALL KINDS, WHY IS IT THAT THE SOVIET UNION AND OTHER COMMUNIST NATIONS ARE SO SELDOM CRITICIZED FOR THEIR LACK OF PRACTICAL ASSISTANCE TO THE LDC'S? WHY IS THERE A DOUBLE STANDARD OF EXPECTING SO MUCH OF THE U.S. (AS IF THE U.S. AND OTHER WESTERN INDUSTRIAL NATIONS HAVE A CONTRACTUAL OBLIGATION TO PROVIDE ASSISTANCE) AND EXPECTING SO LITTLE OF THE USSR AND OTHER COMMUNIST NATIONS? WHY, MORE POINTEDLY, DO NOT THE LATINS PRESS THE SOVIETS AND THEIR FRIENDS FOR MORE DIRECT FINANCIAL ASSISTANCE, TRADE CONCESSIONS, TECHNOLOGY TRANSFERS, ETC.--ALL ON CONCESSIONARY TERMS--TO THE LDC'S OF THIS AREA? IS IT NOT ABOUT TIME THAT THE USSR COMMIT .7 PERCENT OF ITS GNP FOR ECONOMIC AID TO THE LDC'S?

K. FINALLY, YOU MIGHT MAKE YET ANOTHER PLEA FOR COMMONSENSE GIVE-AND-TAKE DISCUSSION WITH OUR LA FRIENDS ON THE PRACTICAL PROBLEMS OF OUR ECONOMIC RELATIONSHIPS. WE NEED FEWER SLOGANS AND FEWER CONFRONTATIONS, AND MORE DIRECT AND WHOLEHEARTED DEALINGS WITH OUR LA COLLEAGUES. WE ARE A GREAT PROVIDER OF LATIN AMERICANS' IMPORTS, BUT WE ARE ALSO THE PRINCIPAL MARKET FOR MOST OF WHAT THEY PRODUCE NOW OR WILL BE ABLE TO PRODUCE IN THE FUTURE. IN THE AGRICULTURAL AREA, WE BOTH PRODUCE THE COMMODITIES LA REQUIRES AND CAN EXPORT THE TECHNOLOGY (AND SEED AND FERTILIZERS, ETC.) WHICH LA COUNTRIES NEED TO INCREASE THEIR OWN LAGGING AGRICULTURAL PRODUCTION. WE ARE THE WORLD'S GREATEST CAPITAL MARKET, AND WE SHOULD SEE TO IT THAT LA COUNTRIES HAVE EASIER ACCESS TO IT; WE ONLY ASK THAT OUR LA FRIENDS ESTABLISH SENSIBLE AND PREDICTABLE RULES OF THE GAME FOR OUR COMPANIES' OPERATIONS. PERHAPS WE NO LONGER HAVE (IF WE EVER DID) A "SPECIAL RELATIONSHIP" WITH LATIN AMERICA, BUT WE, THE LA COUNTRIES AND THE REST OF THE WORLD'S SIGNIFICANT ECONOMIC AREAS ARE INCREASINGLY INTERDEPENDENT AND WE LIMITED OFFICIAL USE

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SHOULD ACT ACCORDINGLY. IT SHOULD STILL BE POSSIBLE TO HAVE USEFUL AND MEANINGFUL RELATIONSHIPS WITH ALL OR VIRTUALLY ALL OF THE NATIONS OF THE HEMISPHERE--TO THEIR AND OUR MUTUAL ADVANTAGE.

3. PLEASE FEEL FREE TO USE ANY--OR NONE--OF THE FOREGOING SUGGESTIONS. GOOD LUCK TO YOU AND YOUR SPEECH-WRITING COLLEAGUES IN PREPARING THOSE SPEECHES; I AM CONFIDENT THEY WILL BE HEARD AND READ WITH GREAT INTEREST THROUGHOUT THE HEMISPHERE.
DEAN

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